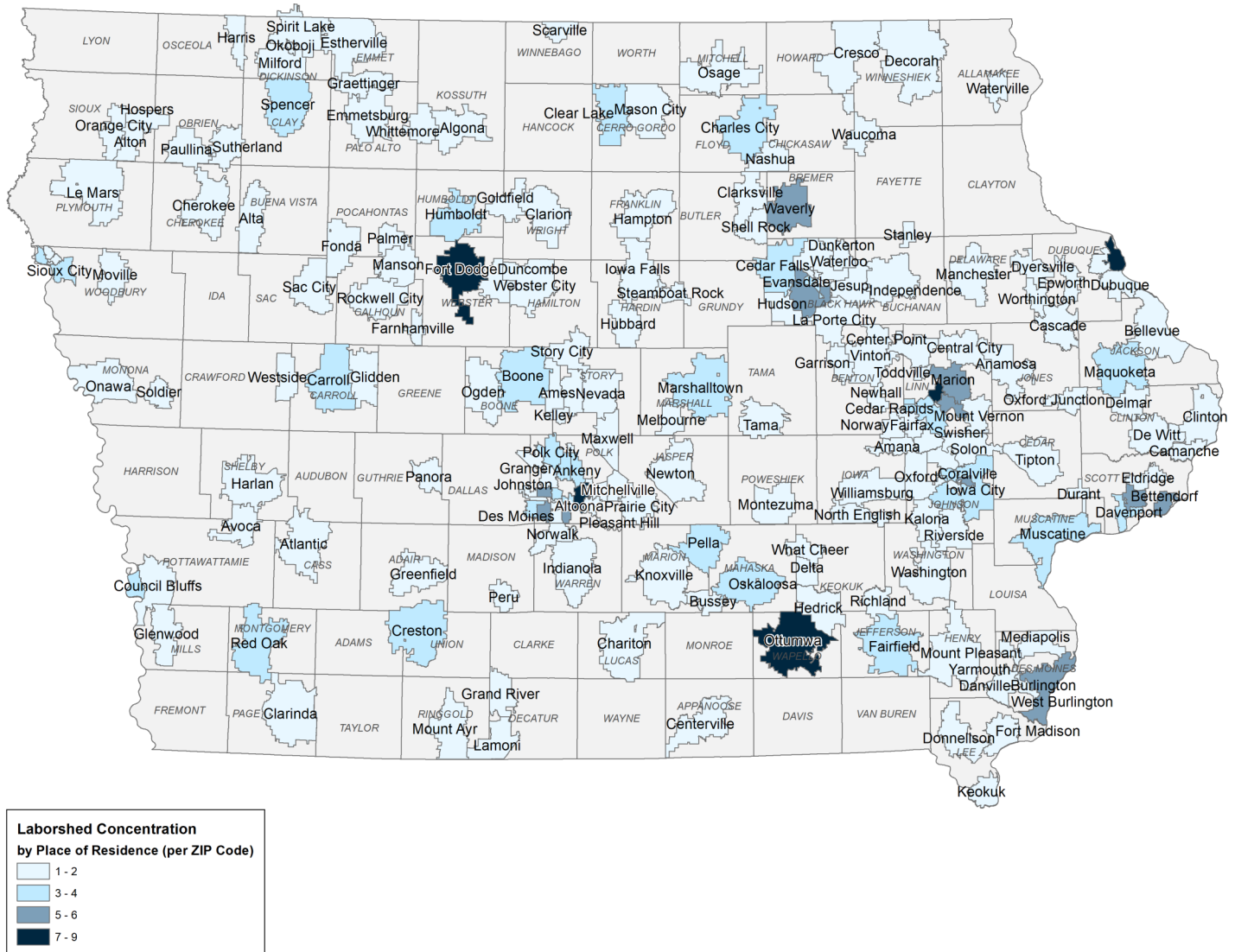


# LABOR CHARACTERISTICS

## SALES & RELATED

### STATE OF IOWA LABORSHED AREA

#### CONCENTRATION OF RESPONDENTS WITHIN THE LABORSHED AREA WITH TRANSFERABLE EXPERIENCE/SKILLS BY PLACE OF RESIDENCE



Workers who have transferable experience/skills in the industry are currently commuting an average of 11 miles one way for work. Those who are likely to change/accept employment are willing to commute an average of 24 miles one way for the right employment opportunity.

FOR MORE INFORMATION REGARDING THE STATE OF IOWA, IA LABORSHED, CONTACT:

# LABOR CHARACTERISTICS

## SALES & RELATED

### ESTIMATED AVAILABLE LABOR PER OCCUPATIONAL CATEGORY:

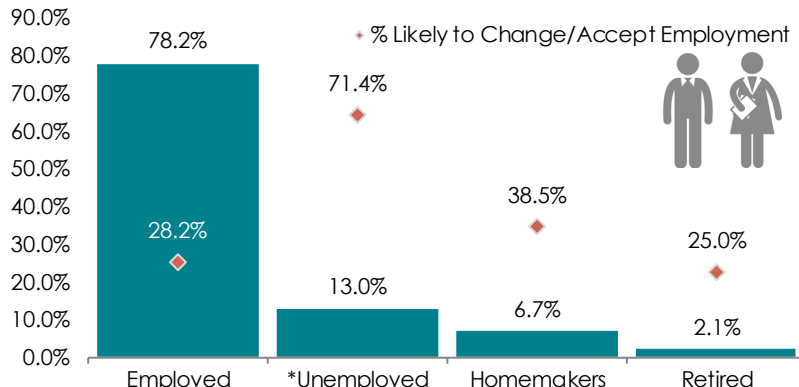
- Cashiers - 21.49%
- Counter & Rental Clerks - 0.26%
- Demonstrators & Product Promoters - 0.26%
- Door-To-Door Sales Workers, News & Street Vendors, & Related Workers - 0.26%
- Gaming Change Persons & Booth Cashiers - 0.26%
- Insurance Sales Agents - 5.7%
- Parts Salespersons - 0.78%
- Real Estate Brokers - 1.3%
- Real Estate Sales Agents - 3.63%
- Retail Salespersons - 21.24%
- Sales & Related Workers, All Other - 5.44%
- Sales Representatives, Services, All Other - 0.78%
- Sales Representatives, Wholesale & Manufacturing, Except Technical & Scientific Products - 15.28%
- Sales Representatives, Wholesale & Manufacturing, Technical & Scientific Products - 2.59%
- Securities, Commodities, & Financial Services Sales Agents - 0.52%
- Supervisors of Non-Retail Sales Workers - 0.52%
- Supervisors of Retail Sales Workers - 18.91%
- Travel Agents - 0.78%

### UNDEREMPLOYMENT (ESTIMATED):

- Low hours - 4.1%
- Low income - 0.5%
- Mismatch of skills - 6.0%
- Total - 9.6%

(Individuals counted only once when estimating Total Underemployment.)

### ESTIMATED TOTAL BY EMPLOYMENT STATUS (PERCENTAGE):



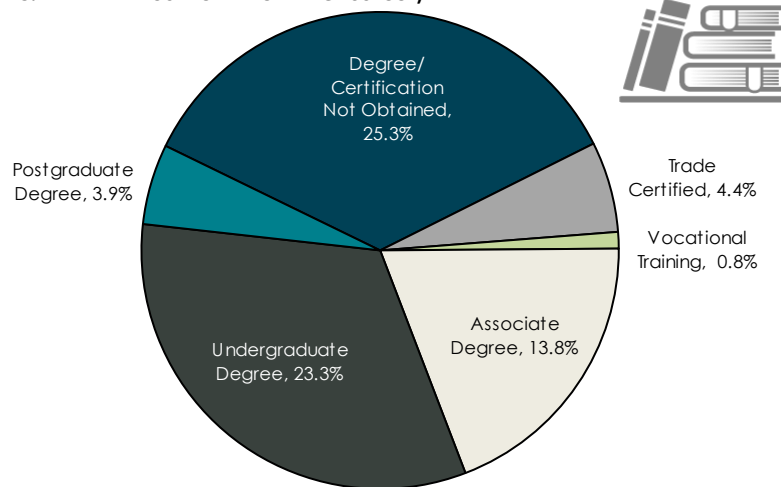
\*Employment status is self-identified by the survey respondent. The unemployment percentage does not reflect the unemployment rate published by the U.S. Bureau of Labor Statistics, which applies a stricter definition.

### EMPLOYMENT STATS:

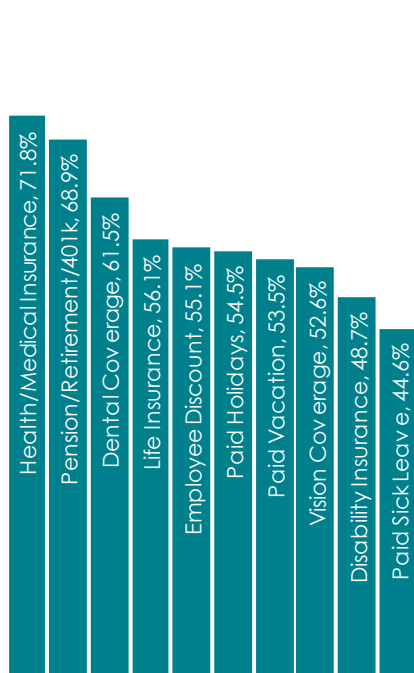
- 55.4% paid an hourly wage
- 71.4% are/were employed full-time
- 28.6% are/were employed part-time
- 14.0% are/were self-employed
- 16.9% hold two or more jobs
- Currently working an average of 41 hours/week

### EDUCATIONAL LEVEL:

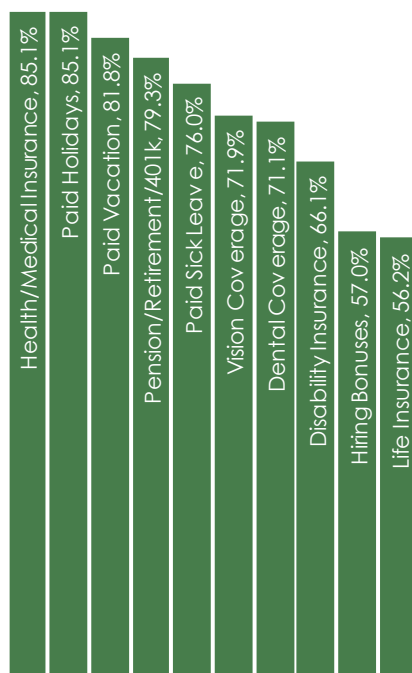
(71.5% HAVE AN EDUCATION BEYOND HIGH SCHOOL)



### CURRENT BENEFITS:



### DESIRED BENEFITS:



### TOP JOB SEARCH RESOURCES:

(For those seeking employment opportunities, by use.)

- Internet - 71.3%
  - [www.indeed.com](http://www.indeed.com)
  - [www.linkedin.com](http://www.linkedin.com)
  - [www.monster.com](http://www.monster.com)
- Networking through friends, family or acquaintances - 22.6%
- IowaWORKS Centers - 14.5%
- Private Employment Services - 13.4%

### WORKPLACE FLEXIBILITY:

(by percent of interest)

- Job teams - 71.8%
- Cross-training - 69.1%
- Varied shifts - 47.6%
- Job sharing - 44.3%
- Seasonal work - 44.9%
- Temporary work - 43.8%

# LABOR CHARACTERISTICS

## SALES & RELATED

OCCUPATION	OCCUPATIONAL CODE	MEAN WAGE	ENTRY WAGE	EXPERIENCED WAGE	MEDIAN WAGE	MEAN ANNUAL SALARY
Advertising Sales Agents	41-3011	\$19.02	\$10.19	\$23.43	\$16.90	\$39,555
Cashiers	41-2011	\$10.49	\$8.43	\$11.52	\$10.22	\$21,815
Counter and Rental Clerks	41-2021	\$11.73	\$8.48	\$13.36	\$9.85	\$24,400
Demonstrators and Product Promoters	41-9011	\$12.62	\$10.04	\$13.91	\$12.12	\$26,247
Door-to-Door Sales Workers, News and Street Vendors, and Related Workers	41-9091	\$19.31	\$8.66	\$24.64	\$12.94	\$40,174
First-Line Supervisors of Non-Retail Sales Workers	41-1012	\$37.14	\$22.41	\$44.51	\$33.67	\$77,259
First-Line Supervisors of Retail Sales Workers	41-1011	\$19.27	\$12.44	\$22.69	\$17.24	\$40,088
Gaming Change Persons and Booth Cashiers	41-2012	\$13.21	\$9.85	\$14.90	\$12.67	\$27,486
Insurance Sales Agents	41-3021	\$30.35	\$15.95	\$37.55	\$24.70	\$63,130
Parts Salespersons	41-2022	\$17.14	\$11.29	\$20.06	\$16.55	\$35,644
Real Estate Brokers	41-9021	\$31.27	\$19.25	\$37.27	\$22.12	\$65,034
Real Estate Sales Agents	41-9022	\$26.25	\$13.80	\$32.48	\$23.15	\$54,609
Retail Salespersons	41-2031	\$12.92	\$8.63	\$15.06	\$11.05	\$26,867
Sales and Related Workers, All Other	41-9099	\$19.07	\$11.48	\$22.86	\$17.35	\$39,659
Sales Engineers	41-9031	\$52.21	\$33.25	\$61.70	\$45.34	\$108,603
Sales Representatives, Services, All Other	41-3099	\$29.31	\$16.06	\$35.93	\$25.86	\$60,958
Sales Representatives, Wholesale and Manufacturing, Except Technical and Scientific Products	41-4012	\$31.53	\$16.32	\$39.13	\$27.37	\$65,580
Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	41-4011	\$42.56	\$23.13	\$52.27	\$40.53	\$88,518
Securities, Commodities, and Financial Services Sales Agents	41-3031	\$36.24	\$16.50	\$46.11	\$24.05	\$75,382
Telemarketers	41-9041	\$13.23	\$10.41	\$14.63	\$13.04	\$27,510
Travel Agents	41-3041	\$19.87	\$12.47	\$23.57	\$19.72	\$41,327

The 2019 Iowa Wage data for the State of Iowa Laborshed area was produced by the Labor Force & Occupational Analysis Bureau to provide communities local information on wages by occupation. The source of the wage and employment data is based on the May 2018 OES estimates. Additional occupational wage and employment data can be found at [www.iowalmi.gov/laborshed](http://www.iowalmi.gov/laborshed).